CALIFORNIA INFRASTRUCTURE AND ECONOMIC DEVELOPMENT BANK (I-BANK)

BOND AMENDMENT STAFF REPORT

ISSUE: The South Malt Avenue Corporation (South Malt) requests an amendment to certain documents related to the I-Bank's tax exempt and taxable Variable Rate Demand Industrial Development Revenue Bonds Series, (IWorks US, Inc. Project), Series A and Series B, respectively, (the "Bonds"). The amendments will extend the maturity date of the Bonds by five years and add a confirming letter of credit as additional security for the Bonds.

BACKGROUND INFORMATION:

On July 22, 2008, the I-Bank approved Resolution 08-20 authorizing the issuance o industrial development tax-exempt bonds in an amount not to exceed \$1,335,00 and taxable bonds in an amount not to exceed \$1,865,000 on behalf of The South Malt Avenue Corporation. South Malt leases a manufacturing facility located in the City of Commerce to iWorks US, Inc. (iWorks) a corporation that manufactures lighting fixtures for various hotel chains and builders.

The proceeds of the I-Bank's 2008 bonds (2008 Bonds) were used for the acquisition of land, construction of a 10,000 square foot manufacturing facility, a 70 car-stall parking lot, and acquisition of related manufacturing equipment for iWorks US, Inc. The 2008 Bonds are secured by a direct pay letter of credit from City National Bank (LOC). The Staff Report dated July 22, 2008, and a copy of Resolution 08-20 are attached for a more complete description of the project and financing structure (see **Attachment A**).

NEED FOR AMENDMENT: As a result of steadily increasing interest rates, South Malt proposes to strengthen security for the 2008 Bonds by reconfirming the existing LOC and adding a confirming letter of credit from the Federal Home Loan Bank of San Francisco. The additional security is expected to result in substantial interest rate savings due to the upgrade in credit rating. Standard & Poor's is expected to assign the bonds a credit rating of "AAA/A-1+" based on the City National Bank LOC and the confirming LOC from the Federal Home Loan Bank of San Francisco. Amendments to the Indenture, Loan Agreement, and supplements to the Official Statement are necessary to add a confirming LOC from the Federal Home Loan Bank of San Francisco and to extend the maturity date five years from 2038. The extension of the maturity of the bonds requires bondholder consent and results in the reissuance of the tax exempt 2008 Bonds for tax purposes. A new TEFRA hearing was conducted on October 23, 2009. Because the proposed amendments require bondholder consent, they do not fit within the scope of the Executive Director's existing delegated authority, established by Resolution 08-35.

RECOMMENDATION: Staff recommends approval of Resolution 09-43 authorizing the addition of security and extension of maturity date for the California Infrastructure and Economic Development Bank's taxable and tax-exempt Variable Rate Demand Industrial Development Revenue Bonds (IWorks US, Inc. Project), Series 2008 A and Series 2008B.

ATTACHMENT A July 22, 2008 Staff Report and Resolution 08-20

EXECUTIVE SUMMARY			
Applicant:	The South Malt Avenue Corporation (South Malt)	Amount Requested:	Not to exceed
		Requested.	\$3,200,000
Project User:	iWorks US, Inc., (iWorks) manufactures lighting fixtures for various hotel chains and builders.	Date of Board Meeting:	July 22, 2008
		Resolution Number:	08-20
		Type of Bonds:	New Issue
Project	2501 South Malt Avenue, Los Angeles, CA 90040	Prepared by: Tara Dunn and	
Site:		Andrea Kennedy	
Project Description :	The project (Project) involves the acquisition of adjacent land, construction of an additional 10,000 square foot manufacturing facility, an additional 70 car-stall parking lot, and acquisition of related manufacturing equipment for iWorks US, Inc.		
Uses of Bond proceeds (Bonds) will be used to finance the cost of the Project and pay issuance costs. Bond proceeds:			
Public Benefits:	 An estimated 43 new positions will be added within two years of completion of the Project, which is expected to occur in March or April 2009. The Project is located in the City of Commerce, with an unemployment rate of 172% of the state average, poverty rate of 171.7% of the state average and median family income of less than 69.1% of the statewide average. 		

Financing Structure:

Type of Issue: Publicly-offered, variable rate demand bonds issued in minimum

denominations of \$100,000 or any multiple of \$5,000 in excess thereof.

Tax Status: Series A: Tax-exempt industrial development revenue bonds.

Series B: Taxable bonds.

Term: 25 years.

Credit Enhancement: Direct-pay letter of credit from Comerica Bank*.

Credit Rating: Expected A+/F1 by Fitch Ratings, Inc. based upon the credit rating of

Comerica Bank.

^{*} Or a direct-pay letter of credit issued by any other commercial bank or other financial institution rated not less than A by Moody's Investors Service, Fitch Ratings or Standard & Poor's Ratings Services.

Est. Sources of Funds:		Est. Uses of Funds:	
Series A Bonds	\$1,335,000	Project Costs	\$1,328,300
Series B Bonds	1,700,000	Refinance of Taxable Debt	1,700,000
Equity contribution	132,010	Costs of Issuance	138,710
	¢2 467 040	TOTAL LISES	
TOTAL SOURCES	\$3,70 <i>1</i> ,070	TOTAL USES	\$3,167,010

Financing Team:

Financial Advisor:
Underwriter:
Trustee:

Kutak Rock LLP
Access to Capital LLC
Comerica Securities
Wells Fargo Bank, NA

Staff Recommendation:

Staff recommends approval of Resolution 08-20 for an amount not to exceed \$3,200,000 for The South Malt Avenue Corporation and/or a related party.

APPLICANT BACKGROUND AND HISTORY

The South Malt Avenue Corporation (South Malt) and iWorks US, Inc. (iWorks) were incorporated in California on September 2, 1999, and December 5, 1988, respectively, and are solely owned by Robert Eric Dortch. South Malt leases a manufacturing facility located in the City of Commerce to iWorks.

iWorks manufactures lighting fixtures for various hotel chains and builders including Marriott Hotels, Wynn Hotels, Benjamin West, and Bertino. The 115,000 square foot facility possesses an environmentally green finishing system that operates on conveyor and has the ability to process both baked enamel and powder coat. iWorks' metal fabrication department features a full-blown machine shop with the ability to produce individual prototypes as well as high-volume production runs. Its wiring department is UL Certified and performs 100% continuity tests on all electrical fixtures before leaving the facility.

iWorks manufactures products offered through four divisions as described below:



iContract

iContract began in March 2007, as a way to showcase iWorks' diverse custom manufacturing abilities that have evolved over the years. Through iContract, designers can work with iWorks design team to incorporate various materials into custom lighting and furniture elements.



International Ironworks

The International Ironworks division was founded in 1989 and originally offered architectural railings and complimentary tables, with lighting added later to the product mix. This division offers products featuring old world craftsmanship of hand-forged iron including chandeliers, pendants, sconces and metal furniture.



Sirmos

Acquired in 2005, Sirmos was originally founded in New York in 1972 and was widely known in the design industry for its ability to produce various shapes and colors of cast resin light diffusers, complex designs and craftsmanship through in-house sculpting, molding, casting, metalwork and finishes. Sirmos' lighting designs have been used to outfit hospitality, commercial, retail and residential interiors.



Ludo Lamp

Ludo Lamp offers aggressively priced table lamps and wall lighting primarily for guestrooms and corridors. Some of the lighting for this division is manufactured at a facility in China. All division imported product is inspected and tested at the iWorks facility in order to maintain quality control and eliminate any problems before delivery.

PROJECT DESCRIPTION

Proceeds of the proposed financing (Bonds) will be used to finance the acquisition of an 18 foot wide and 494.5 feet deep strip of land which abuts the current manufacturing facility and construction of approximately 10,000 square feet of additional manufacturing space and related facility improvements (see Appendix A – Facility Pictures), as well as the acquisition and installation of related manufacturing equipment (Project). The new equipment will include various automated packing robotics and various metal fabrication equipment, including break presses.

Bond proceeds will also be used to refinance existing taxable debt and pay issuance costs.

The Project is currently under construction and is expected to be complete in April 2009. Upon completion, the Project is expected to enable iWorks to expand its manufacturing operations and increase its production efficiency.

FINANCING STRUCTURE

South Malt and/or a related party is requesting the issuance of the Bonds as variable rate tax-exempt and taxable bonds in an aggregate amount not to exceed \$3,200,000. Payment of principal and interest on the Bonds will be enhanced by a direct-pay letter of credit from Comerica Bank or other commercial bank or other financial institution rated not less than A by Moody's Investors Service, Inc. (Moody's), Fitch Ratings (Fitch) or Standard & Poor's Ratings Services (S&P). The Bonds are expected to be rated A+/F1 by Fitch based upon the long and short-term credit ratings of Comerica Bank.

While the I-Bank's policy for conduit revenue bonds state that conduit bonds bear a long-term rating of least A from either Moody's and/or S&P, staff believe the rating from Fitch is consistent with the intent of the rating policy, and that a sole rating from Fitch at the equivalent minimum level of an A rating is acceptable. While not rating the Bonds, Moody's and S&P currently rate Comerica Bank's long term senior debt at A1 and A+, respectively.

The Bonds shall constitute a special obligation of the I-Bank, payable solely from revenues or other sources provided for under one or more loan agreements between the I-Bank and South Malt and/or a related party. Neither the faith and credit nor the taxing power of the I-Bank, the State or any political corporation, subdivision or agency of the State will be pledged to the payment of the principal of, premium, if any, or interest on, the Bonds, nor shall the I-Bank the State or any political corporation, subdivision or agency of the State shall be liable or obligated to pay the principal of, premium, if any, or interest on, the Bonds.

CALIFORNIA DEBT LIMIT ALLOCATION COMMITTEE SCORING/PUBLIC BENEFITS

SCORING

EVALUATION SCORING				
Point Criteria	Maximum Points Allowed	Points Scored		
Community Economic Need: 1. Unemployment Rate of Project Area	10	5		
2. Poverty Rate of Project Area	5	5		
3. Special Designation Area	5	0		
Median Family Income of Project Area	5	5		
Job Creation Ratio (1/\$31,046)	25	25		
Welfare to Work Program Participation	5	0		
Employee Benefits	5	3		
Average Hourly Wage	5	5		
Land Use	5	0		
Transit Corridor	5	5		
Energy Efficiency	5	0		
Leveraging	5	5		
Total Points	85	58		

DESCRIPTION OF PUBLIC BENEFITS

• Distressed community location:

The Project is located in the City of Commerce, where the unemployment rate is 172% of the state average, the poverty rate is 171.7% of the state average and the median family income is 69.1% of the statewide average.

Total number of new jobs to be created and jobs to be retained within two years of project completion:

iWorks currently employs 129 individuals in California and expects to hire an additional 43 employees within two years of Project completion as noted below:

	Jobs Created	Jobs Retained
Management:	8	N/A
Skilled:	18	N/A
Semi-skilled:	0	N/A
<u>Unskilled:</u>	17	N/A
TOTAL	43	N/A

OTHER PROJECT DATA

PERMITS AND APPROVAL			
Obtained?	☐ NO ☐ YES, Describe:		
TEFRA			
Date of TEFRA:	May 23, 2008		
Publications:	The Sacramento Bee Los Angeles Daily Journal Daily Commerce		
Any Oral/Written Comments:	NO ☐ YES, Explain:		
LEGAL QUESTIONNAIRE			
Completed?	□ NO ☒ YES		
Legal Issues?	NO YES, Explain:		
ELIGIBILITY REVIEW			
Applicant and Project meet all of the I-Bank eligibility criteria? X YES NO	 Project is in the State of California. South Malt is capable of meeting the obligations incurred under relevant agreements. Payments to be made by the South Malt to the I-Bank under the proposed financing agreements are adequate to pay the current expenses of the I-Bank in connection with the financing and to make all the scheduled payments. The proposed financing is appropriate for the Project. 		
INDUCEMENT CERTIFICATE			
Completed?	NO X YES Certificate No.: C-08-0001 N/A Date: April 29, 2008		

RECOMMENDATION

Staff recommends approval of Resolution 08-20 for an amount not to exceed \$3,200,000 for The South Malt Avenue Corporation and/or a related party.

APPENDIX A – Facility Pictures



iWorks Facility located at 2501 South Malt Avenue.



East side of the Facility where adjacent land is being purchased and parking will be expanded.



Area where the warehouse will be expanded.



Inside the iWorks' Facility.

RESOLUTION NO. 08-20

RESOLUTION OF THE CALIFORNIA INFRASTRUCTURE AND ECONOMIC DEVELOPMENT BANK AUTHORIZING THE SALE AND \$1,335,000 CALIFORNIA **EXCEED** ISSUANCE OF NOT TO INFRASTRUCTURE AND ECONOMIC DEVELOPMENT BANK TAX-EXEMPT VARIABLE RATE DEMAND INDUSTRIAL DEVELOPMENT REVENUE BONDS, SERIES 2008A (IWORKS US, INC. PROJECT) AND \$1,865,000 CALIFORNIA INFRASTRUCTURE AND ECONOMIC DEVELOPMENT BANK TAXABLE VARIABLE RATE DEMAND INDUSTRIAL DEVELOPMENT REVENUE BONDS, SERIES 2008B ACQUISITION, THE PROJECT) FOR INC. (IWORKS US, INSTALLATION AND REHABILITATION, CONSTRUCTION, EQUIPPING OF CERTAIN PROPERTY AND FACILITIES, PROVIDING THE TERMS AND CONDITIONS FOR THE SALE AND ISSUANCE OF SAID BONDS AND OTHER MATTERS RELATING THERETO AND AUTHORIZING THE EXECUTION OF CERTAIN DOCUMENTS HEREIN SPECIFIED

WHEREAS, the California Infrastructure and Economic Development Bank (the "Issuer") was established pursuant to the Bergeson-Peace Infrastructure and Economic Development Bank Act (California Government Code Section 63000 et seq.), as now in effect and as it may be amended or supplemented (the "Act"), for the purpose of, among other things, providing financial assistance for the design, construction, financing and development of economic development facilities (as such term is defined in the Act) located in the State of California (the "State"); and

WHEREAS, Issuer is authorized to issue tax-exempt and taxable revenue bonds to provide financing for economic development facilities pursuant to the Act; and

WHEREAS, The South Malt Avenue Corporation, a California corporation (the "Borrower") has submitted an application to the Issuer requesting the Issuer to issue its tax-exempt and taxable revenue bonds in the aggregate principal amount not to exceed \$3,200,000 and to loan the proceeds of such bonds to the Borrower for the purpose of (a) financing (i) the acquisition of a parcel of real property consisting of a strip of land approximately 18 wide and 494.5 feet deep situated on the northeast side of the parcel identified as 6336-009-020 and which abuts the property located at 2501 South Malt Avenue, Los Angeles, California (the "Site"), (2) the construction and installation of an approximately 10,000 square foot manufacturing facility and related improvements on the Site (the "Building"), and (3) the acquisition and installation of manufacturing equipment and associated fixtures and other tangible personal property (the "Equipment" and, together with the Site and the Building, the "Facilities") and (b) paying certain credit enhancement costs and costs of issuance in connection with the hereinafter referenced bonds to be issued by the Issuer for the Borrower (collectively, the "Project");

4831-7167-8978.1

WHEREAS, the Executive Director of the Issuer, pursuant to a designation by the Board of Directors of the Issuer, executed Certificate No. C-08-0001 on April 29, 2008, expressing the Issuer's intention to issue industrial development bonds for the benefit of the Borrower for the purpose of financing the Facilities;

WHEREAS, the Borrower will use the Facilities to manufacture and distribute high quality custom lighting, furniture and architectural appointments for the hospitality, commercial and retail industries or for the production of other tangible personal property; and

WHEREAS, for purposes of financing the cost of the Project, the Issuer now desires (a) to authorize the issuance of its Tax-Exempt Variable Rate Demand Industrial Development Revenue Bonds, Series 2008A (IWorks US, Inc. Project) in an aggregate principal amount not to exceed \$1,335,000 (the "Series 2008A Bonds") and its Taxable Variable Rate Demand Industrial Development Revenue Bonds, Series 2008B (IWorks US, Inc. Project) in an aggregate principal amount not to exceed \$1,865,000 (the "Series 2008B Bonds" and, together with the Series 2008A Bonds, the "Bonds"), (b) to provide for the sale of the Bonds, (c) to provide for the payment of the principal of, premium, if any, and interest on the Bonds with revenues derived from the loan of proceeds of the sale of the Bonds (except for any amount representing accrued interest on the Bonds) to the Borrower to finance the costs of the Project pursuant to the terms and provisions of a loan agreement and (d) to take and authorize certain other actions in connection with the foregoing; and

WHEREAS, the Issuer may not issue the Bonds to finance the Project until the Board of Directors of the Issuer makes certain determinations relating to the Project as required by the Act; and

WHEREAS, there is now on file with the Secretary of the Issuer the following:

- (a) a proposed form of the Loan Agreement (the "Loan Agreement"), to be entered into by and between the Issuer and the Borrower;
- (b) a proposed form of the Indenture of Trust (the "Indenture"), to be entered into between the Issuer and Wells Fargo Bank, National Association, as trustee (the "Trustee"), providing for the authorization and issuance of the Bonds to be dated the date of delivery thereof;
- (c) a proposed form of the Purchase Contract (the "Purchase Contract"), to be entered into by and among the Issuer, the Treasurer of the State of California and Comerica Securities (or a related entity), as underwriter (the "Underwriter"), and approved by the Borrower; and
- (d) a proposed form of the Official Statement (the "Official Statement") to be used by the Underwriter in connection with the sale of the Bonds.

NOW, THEREFORE, BE IT RESOLVED by the Board of Directors of the California Infrastructure and Economic Development Bank, as follows:

Section 1. The form of the Loan Agreement on file with the Secretary of the Issuer is hereby approved and the Chair or Executive Director of the Issuer or the Chair's designee, and each of them, acting alone, is hereby authorized and empowered to execute by manual or facsimile signature and deliver the Loan Agreement, with such changes and insertions therein as may be necessary to cause the same to carry out the intent of this Resolution and as are approved by counsel to the Issuer, such approval to be conclusively evidenced by the delivery thereof. The Issuer further authorizes and approves the loan of the proceeds of the Bonds (except any amount representing accrued interest on the Bonds) to the Borrower in order to finance the cost of the Project pursuant to the terms and provisions of the Loan Agreement.

Section 2. The form of the Indenture on file with the Secretary of the Issuer is hereby approved and the Chair or Executive Director of the Issuer or the Chair's designee, and each of them, acting alone, is hereby authorized and empowered to execute by manual or facsimile signature and deliver to the Trustee the Indenture, and the Secretary of the Issuer is authorized to attest thereto, with such changes and insertions therein as may be necessary to cause the same to carry out the intent of this Resolution and as are approved by counsel to the Issuer, such approval to be conclusively evidenced by the delivery thereof.

Section 3. The form of the Purchase Contract on file with the Secretary of the Issuer is hereby approved and the Chair or Executive Director of the Issuer or the Chair's designee, and each of them, acting alone, is hereby authorized and empowered to execute by manual or facsimile signature and deliver the Purchase Contract, with such changes and insertions therein as may be necessary to cause the same to carry out the intent of this Resolution and as are approved by counsel to the Issuer, such approval to be conclusively evidenced by the delivery thereof.

Section 4. The form of the Official Statement on file with the Secretary of the Issuer is hereby approved and the Chair or Executive Director of the Issuer or the Chair's designee, and each of them, acting alone, is hereby authorized and empowered to execute the Official Statement with such changes and insertions therein as may be necessary to cause the same to carry out the intent of this Resolution and as are approved by counsel to the Issuer, such approval to be conclusively evidenced by the delivery thereof. The Underwriter is hereby authorized to distribute copies of the Official Statement in connection with the sale of the Bonds.

Section 5. The Issuer approves the issuance on a tax-exempt basis of not to exceed \$1,335,000 aggregate principal amount of the Series 2008A Bonds and on a taxable basis of not to exceed \$1,865,000 aggregate principal amount of the Series 2008B Bonds for the Project in accordance with the terms of and to be secured by the Indenture. Payment of the principal of, premium, if any, and the interest on, the Bonds shall be made solely from the revenues to be received by the Issuer pursuant to the Loan Agreement and the Indenture, and said Bonds shall not be deemed to constitute a debt or liability of the Issuer or the State. The Chair or Executive Director of the Issuer or the Chair's designee, and each of them, acting alone, is hereby authorized and directed to execute, in the name and on behalf of the Issuer, by manual or facsimile signature, the Bonds, and the Secretary of the Issuer is hereby authorized and directed

to attest, by manual or facsimile signature, thereto in an aggregate principal amount not to exceed \$1,335,000 for the Series 2008A Bonds and \$1,865,000 for the Series 2008B Bonds in accordance with the Indenture and in the form set forth in the Indenture. The Bonds shall bear interest at the rates to be determined in accordance with the Indenture.

Section 6. The Bonds, when so executed, shall be delivered to the Trustee for authentication by the Trustee. The Trustee is hereby requested and directed to authenticate and register the Bonds so delivered by executing the appropriate Certificate of Authentication and Registration appearing thereon, and to deliver the Bonds, when duly executed, authenticated and registered, to the Underwriter in accordance with written instructions executed on behalf of the Issuer by the Chair or Executive Director of the Issuer or the Chair's designee which instructions said official is hereby authorized and directed, for and in the name of and on behalf of the Issuer, to execute and to deliver to the Trustee. Such instructions shall provide for the delivery of the Bonds to the Underwriter upon payment of the purchase price therefor.

Section 7. Based upon representations made by the Borrower, the Board of Directors of the Issuer hereby finds and determines:

- (a) that the Project is located in the State;
- (b) that based upon the requirement that the Bonds will be secured by a direct-pay, irrevocable letter of credit and will obtain a long-term rating of not less than "A" by Moody's Investors Service, or Standard & Poor's Ratings Services, the Borrower is capable of meeting its obligations under the Loan Agreement and with respect to the Bonds to be issued for the Project;
- (c) that the payments to the Issuer are adequate to pay all expenses of the Issuer in connection with the issuance and payment of the Bonds;
- (d) that the issuance of the Bonds is an appropriate financing mechanism for the Project;
- (e) that the Project is consistent with any existing local or regional comprehensive plans; and
 - (f) the Project demonstrates clear evidence of a defined public benefit.

Section 8. The Chair or Executive Director of the Issuer or the Chair's designee, and each of them, acting alone, is hereby authorized to execute all documents, certificates and instruments necessary or appropriate to this transaction and the issuance of the Bonds, including, without limitation, a tax regulatory agreement or certificate and no arbitrage certificate with respect to the Series 2008A Bonds. All actions required to be undertaken by the Secretary of the Issuer that are necessary or appropriate to this transaction and the issuance of the Bonds may be undertaken by the Secretary's designee.

Section 9. All actions heretofore taken by the officials of the Issuer and their authorized designees with respect to the approval, issuance and sale of the Bonds are hereby approved, confirmed and ratified, and the officials of the Issuer and their authorized designees are hereby authorized and directed, jointly and severally, to do any and all things and to execute and deliver any and all certificates and documents which they or bond counsel may deem necessary or advisable in order to consummate the issuance, sale and delivery of the Bonds and otherwise to effectuate the purposes of this Resolution.

Section 10. This Resolution shall take effect from and after its adoption.

PASSED, APPROVED, AND ADOPTED at a meeting of the California Infrastructure and Economic Development Bank on July 22, 2008, by the following vote:

AYES:

Berte, Sheehan, Rosenstiel, Saragosa, Rice

NOES:

None

ABSENT:

None

ABSTAIN:

None

Stanton C. Hazelroth, Executive Director

Attest:

By Rome Custia-Blay